

Sales Associate

Starfish Associates is a global software company that provides communication management solutions for the world's most successful businesses. Our software powers multi-vendor unified communications (UC) and contact center (CC) platforms for on-premises, cloud-based and hybrid environments.

Starfish technology automates millions of transactions each year, integrating and synchronizing communications systems such as Avaya, Cisco, Genesys, Microsoft and Zoom with leading IT business applications including Active Directory, ServiceNow and Workday. In this way, we enable large enterprises to digitally transform their operations.

Our customers are automating manual business processes, gaining real-time visibility into their IT systems performance, and responding faster and with more precision to dynamic business conditions.

Job Description

Starfish is seeking a Sales Associate with enterprise software sales experience. You will be part of a dynamic, growing team developing innovative communication solutions for global enterprise customers.

Primary Responsibilities

- Partner with existing Sales Directors to drive revenue
- Engage with the Starfish engineering team to prepare detailed customer proposals
- Assist with lead generation leveraging in-house tools
- Achieve net sales target, while accurately updating and maintaining a sales funnel
- Cultivate new business opportunities with existing customers
- Identify new business opportunities with prospective customers
- Add value to existing and prospective new customers by assessing customer needs and work to provide solutions
- Work with Starfish Channel Partners to educate them on the Starfish value proposition and solutions
- Ability to present virtually and in-person to existing and prospective new customers

Qualifications

- 1-3 years of enterprise software sales preferred
- Extensive knowledge of Microsoft 365 suite (Outlook, Word, PowerPoint, Excel, Teams)
- Experience with HubSpot and ZoomInfo a plus
- Must be a self-starter, hardworking, team oriented, creative, and cooperative
- Problem solving: Propose ideas; find new and better ways of doing things
- Planning and organization: excellent time management skills
- Strong communication skills (both verbal and written)
- Experience developing client presentations
- Technology enthusiast: Knowledge or interest in communications technology
- Experience with Avaya, Cisco, Genesys, Microsoft Teams and Zoom preferred, but not required

Preferred work locations

Ohio, Bridgewater, NJ (Starfish corporate office), Massachusetts, and North Carolina

Compensation and Benefits

Starfish offers a competitive salary, company benefits (Medical, Life, Dental, Disability, Vision, and 401k) along with sales commission based on achieving sales target.

For immediate consideration, send your resume and cover letter to: jobs@starfishassociates.com